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First Thursday

UrbanCatalysts ● ● ● ● ●
connecting and supporting people and organisations who want to make a difference

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Nigel Spencer



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Welcome

Alice Wallace



Graham Gardiner

The Business Model Canvas

www.firstthursdayresources.strikingly.com

Name of Business:		Our Goals for the next ____ are:		
In a Nutshell:				
Key Partners	Key Activities	Value Proposition	Customer Relationships	Customer Segments
Key Resources	What do we offer beyond our competitors?		Channels	
Cost Structure		Revenue Streams		
Social & Environmental Costs		Social & Environmental Benefits		

Adapted from the Business Model Canvas by Alexander Osterwalder & Yves Pigneur www.businessmodelgeneration.com

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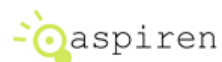
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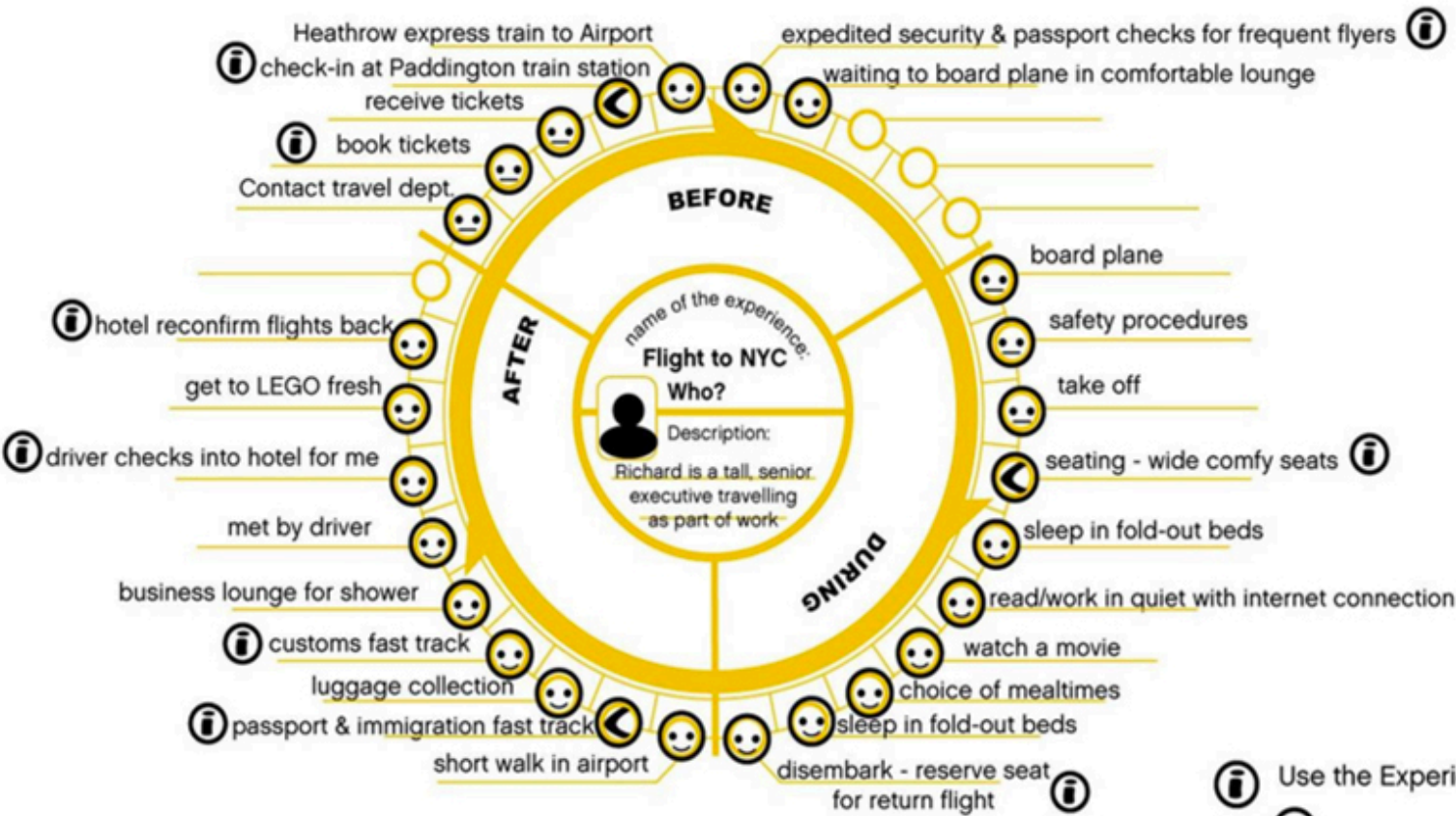
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And another thing.....

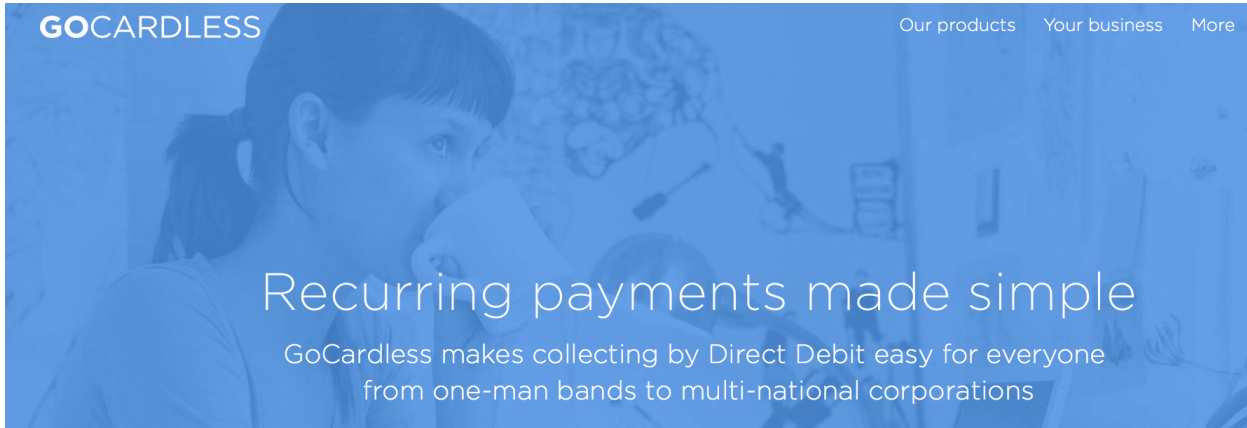


Designing the Experience - Example WOW



- Use the Experience Icons:**
- How can this be a positive experience?
 - Make or break moment - what can we do to make sure consumers come back time and time again
 - Where do we need data to help deliver the experience?

+ And another thing.....

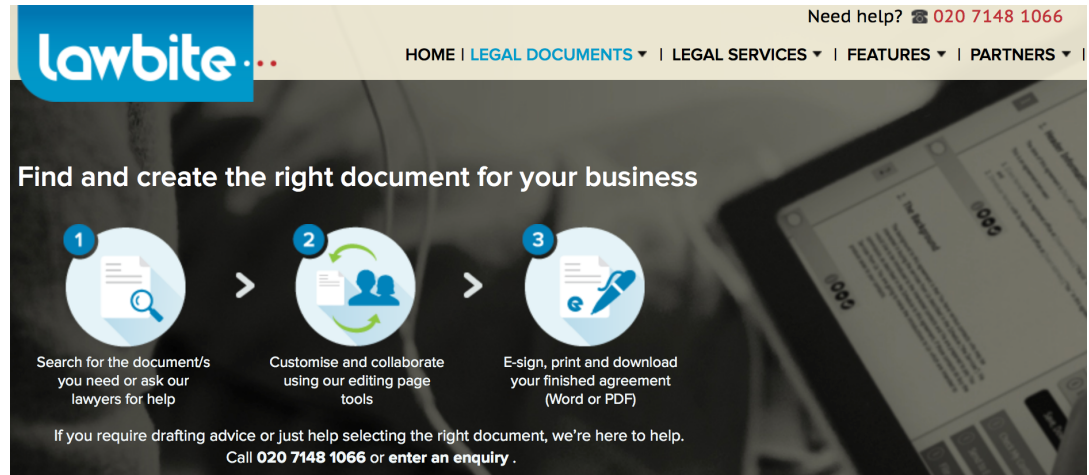
A banner for GoCardless featuring a blue-tinted background image of a woman in a white lab coat looking at a device. The GoCardless logo is in the top left. Navigation links 'Our products', 'Your business', and 'More' are in the top right.

GOCARDLESS

Our products Your business More

Recurring payments made simple

GoCardless makes collecting by Direct Debit easy for everyone
from one-man bands to multi-national corporations

A banner for Lawbite with a dark background showing a tablet. The Lawbite logo is in the top left. A navigation bar at the top right includes 'Need help?' with a phone icon and number '020 7148 1066', and links for 'HOME', 'LEGAL DOCUMENTS', 'LEGAL SERVICES', 'FEATURES', and 'PARTNERS'. The main text reads 'Find and create the right document for your business'. Below this is a three-step process: 1. Search for the document/s you need or ask our lawyers for help (with a magnifying glass icon); 2. Customise and collaborate using our editing page tools (with a circular arrow icon); 3. E-sign, print and download your finished agreement (Word or PDF) (with a document and pen icon). At the bottom, it says 'If you require drafting advice or just help selecting the right document, we're here to help. Call 020 7148 1066 or enter an enquiry.'.

lawbite...

Need help? ☎ 020 7148 1066

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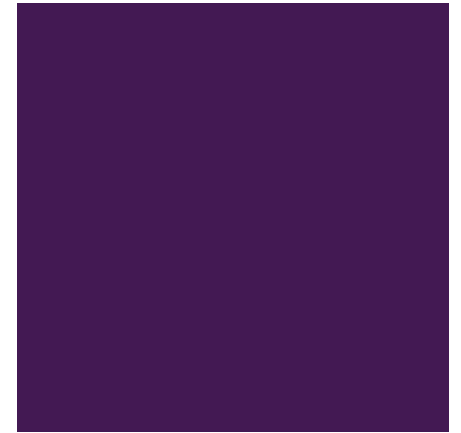
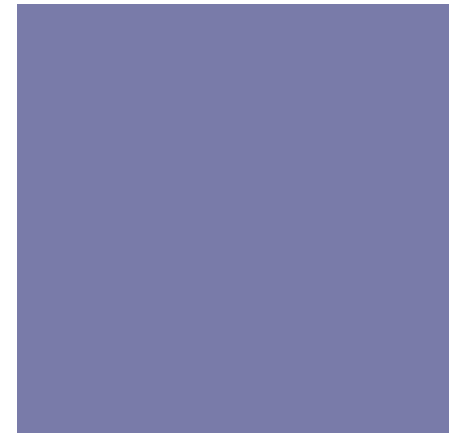
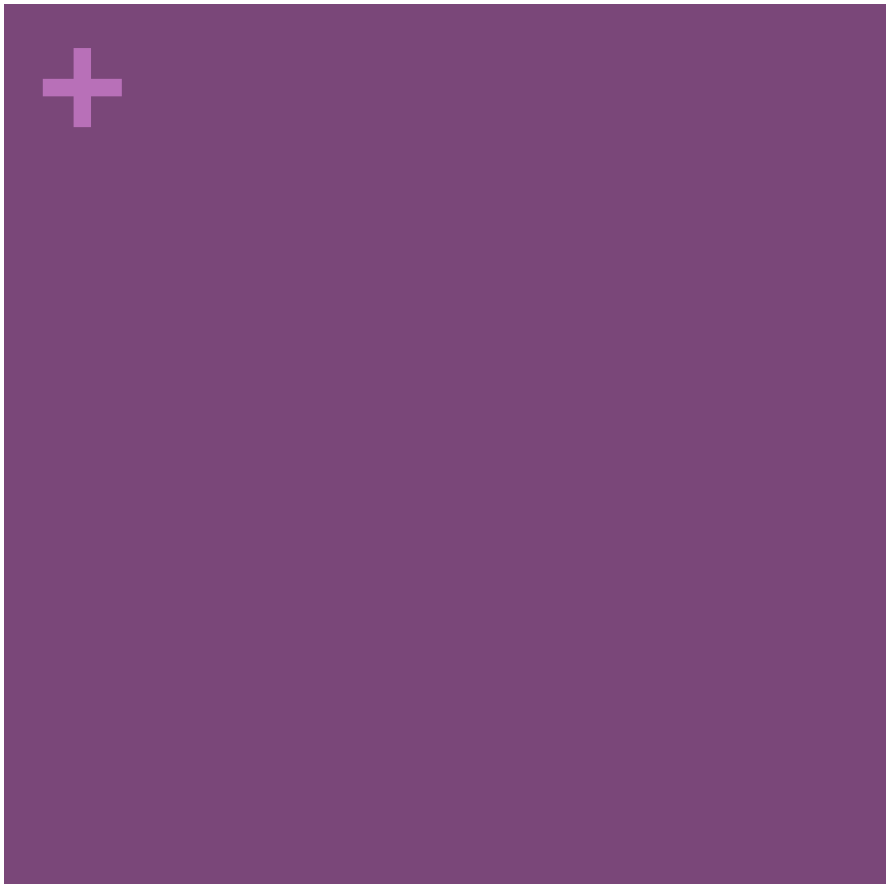


National Prospectus Grant Programme

to help improve outcomes for children and young people (particularly those who are disadvantaged) and support for their families.

The DfE has identified seven policies themes it wishes to fund through this National Prospectus.

+ Who is here &
Over to you.....



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